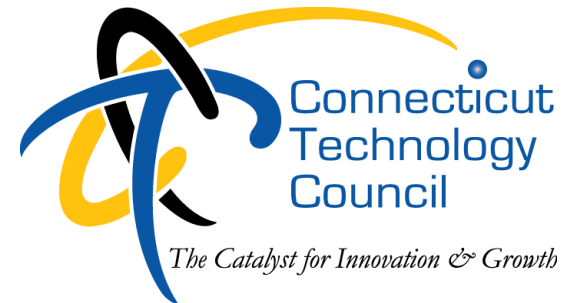# University, Meet Main Street: Connecting with Local CT Companies

**Discussion hosted by
CTNext and Connecticut Technology Council**

What is Connecticut Technology Council?

- We are the state's largest professional association devoted exclusively to promoting and connecting the technology business sector.

- We are a not-for-profit association, supported financially by our members and sponsors.

- Our calendar is full of opportunity to meet, learn, and grow with your fellow tech leaders.

- We offer added benefits, including job postings and marketing communications support, to our member companies.

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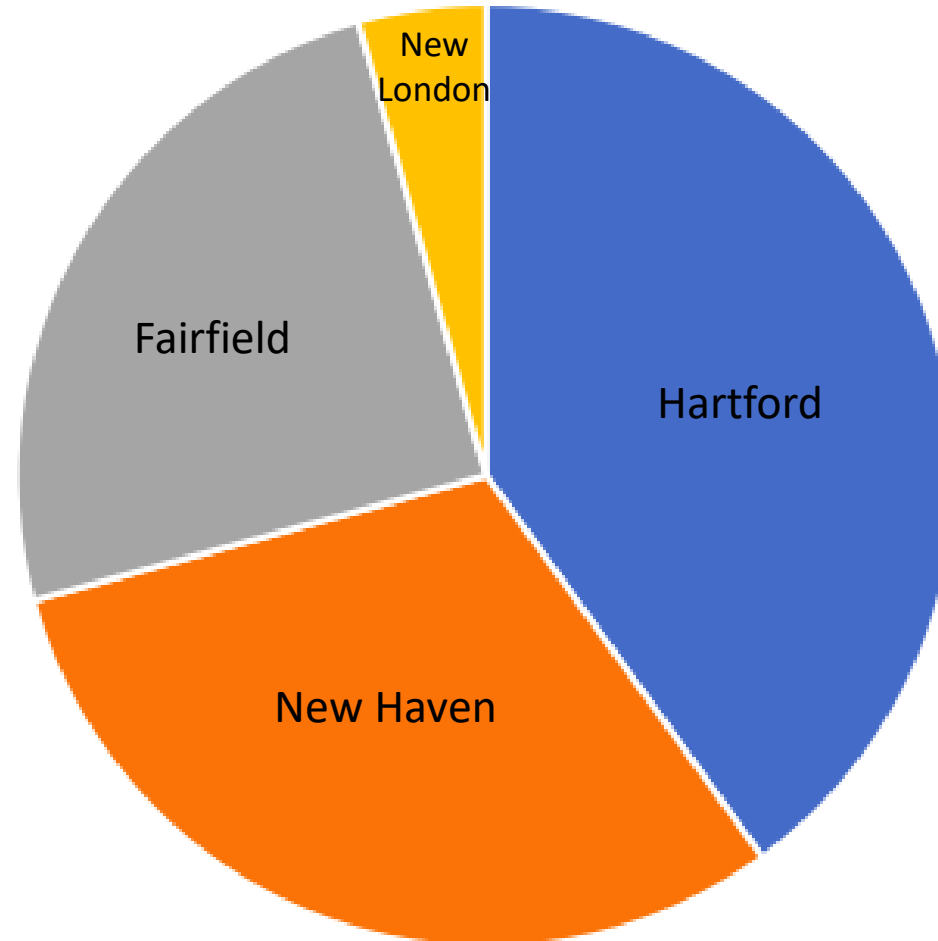The Catalyst for Innovation & Growth

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What do CTC Companies Look Like?

CONNECTICUT TECHNOLOGY COUNCIL MEMBERSHIP BY CATEGORY
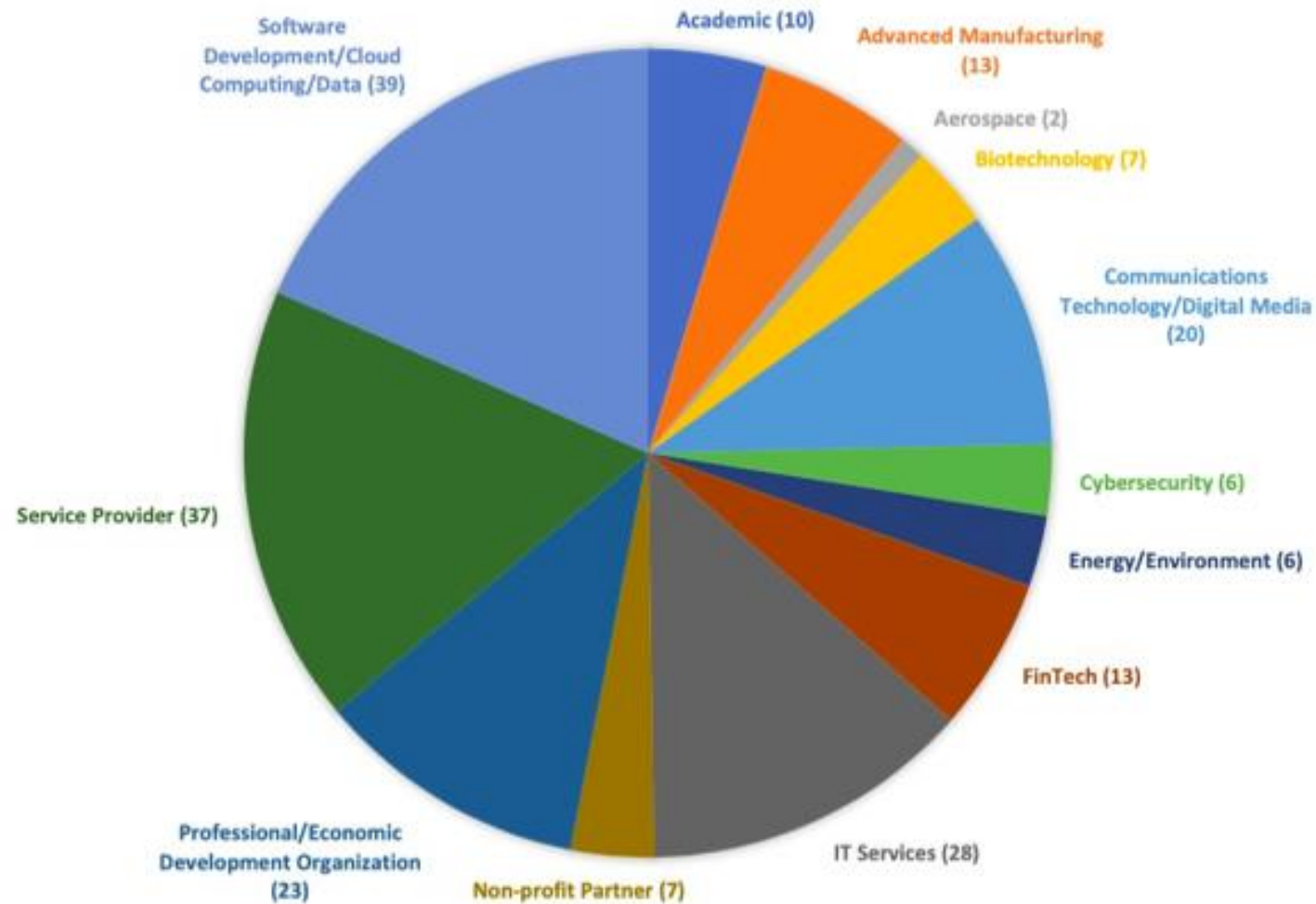
Where are CTC Companies Located?

CTC serves the entire state, with members in the major metropolitan areas.

Creating interactions with impact: CTC programs

- Student Spotlight

- Tech Brew

- Women of Innovation

- Networking opportunities

What is CTNext?

- Quasi-state organization focused on developing CT's entrepreneurial ecosystem

- Community-building programs:
  - Innovation Places
  - CTNext Mentor Network
  - Higher Education Entrepreneurship & Innovation Fund

- Company-building programs:
  - Entrepreneur Innovation Awards
  - SBIR Acceleration and Commercialization
  - Technology Talent Bridge (TTB) grant:
    - Up to $25,000 to companies to fund up to 5 interns

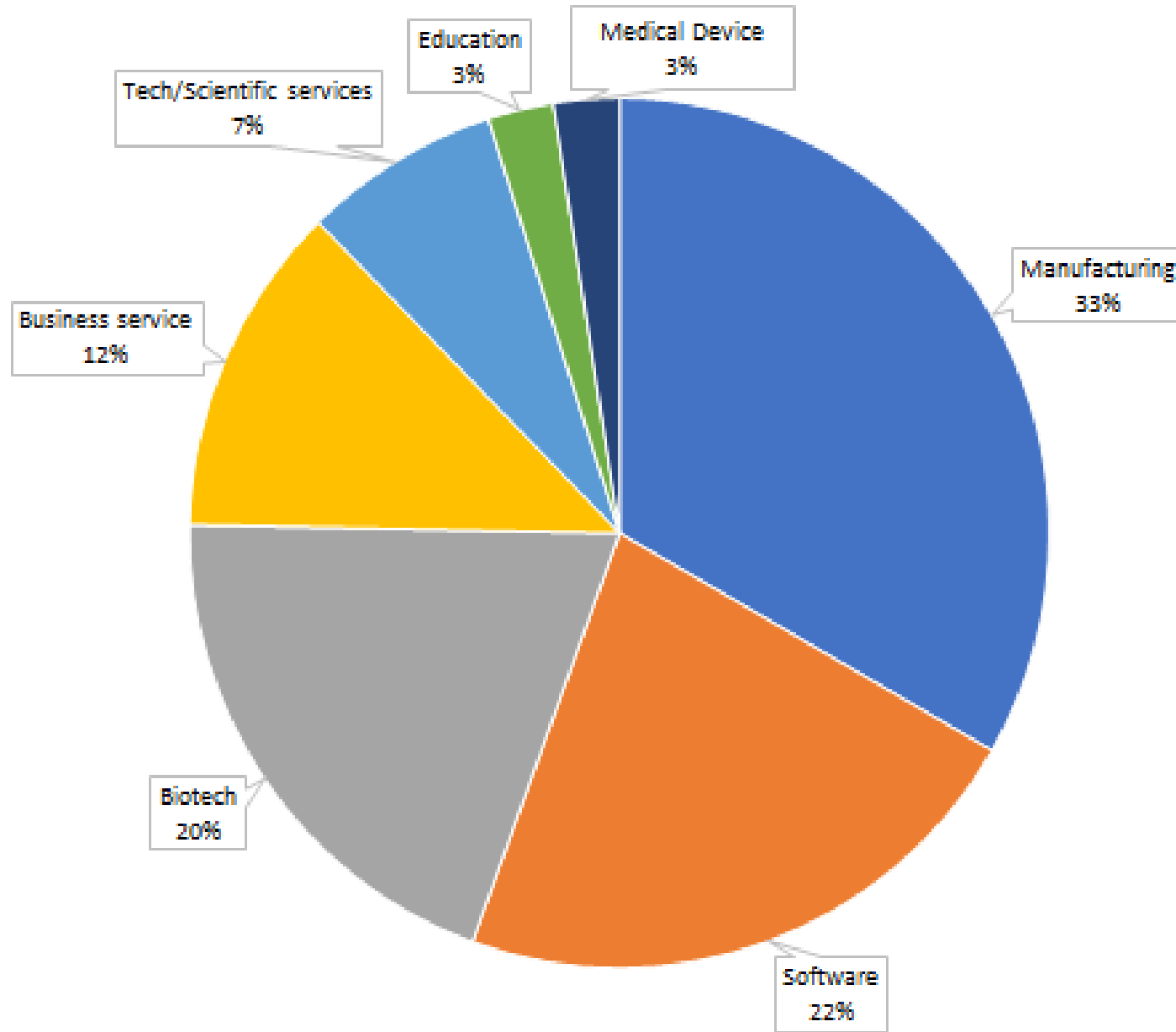# CTNext's Technology Talent Bridge Internship Grant

- Companies apply for the internship with the intern(s) named in the application
  - Up to 5 interns per application
  - Technology-focused company and/or technology-focused job
- Maximum $25,000 grant
  - Interns paid minimum $15/hr undergrad or $25/hr grad
  - Interns within 2 years of graduation
  - Minimum 320 hours of work
- Job must be located in CT

Technology Talent Bridge Program Impact FY2017-FY2019

Company Participants:	**More than 155**
Number of Interns:	**Almost 300**
Number of Schools:	**Approx. 81**
Total grant $ committed FY17-19:	**Almost $2,400,000**
Average grant (max $25K):	**~$10,600**

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What Do CTNext TTB Companies Look Like?

Pie chart showing distribution of CTNext TTB companies:
- Manufacturing 33%
- Software 22%
- Biotech 20%
- Business service 12%
- Tech/Scientific services 7%
- Education 3%
- Medical Device 3%

Where are Technology Talent Bridge Companies Located?

Top 10 TTB Towns
New Haven
Farmington
Hartford
Branford
Bridgeport
Danbury
Fairfield
Seymour
Southington
Stamford

Location of TTB Companies by Town, 2016-2019

Number of TTB Companies
1   13

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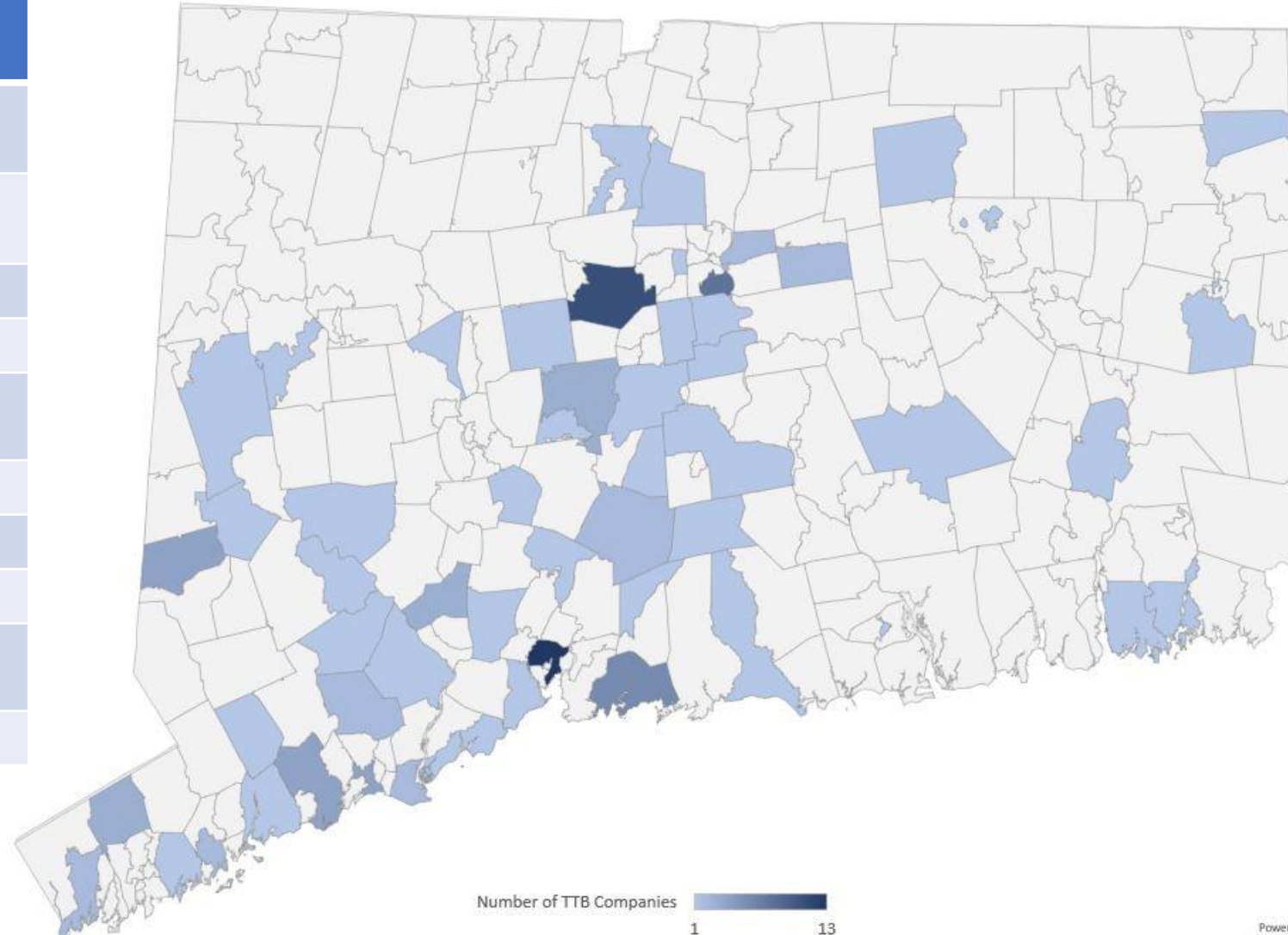
CT Institutions with TTB interns, FY2017-19

20 CT Schools providing 2/3 of TTB interns

Albertus Magnus College	Sacred Heart University
Central Connecticut State University	Southern Connecticut State University
Connecticut College	Trinity College
Eastern Connecticut State University	Tunxis Community College
Fairfield University	University of Bridgeport
Gateway Community College	University of Connecticut
Housatonic Community College	University of Hartford
Manchester Community College	University of New Haven
Quinebaug Valley Community College	Western Connecticut State University
Quinnipiac University	Yale University
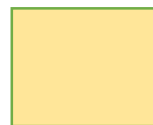
☐ = CCIC Institution

Non-CT Schools with 2+ TTB Interns, FY2017-19

Over 60 non-CT Schools providing 1/3 of interns

Becker College
Boston University
Bryant University
College of Holy Cross
Columbia University
Emory University
Georgia Institute of Technology
New England Institute of Technology
Pennsylvania State University
Rensselaer Polytechnic Institute
Roger Williams University
University of Miami
University of Delaware
University of Massachusetts-Amherst
University of Rhode Island
Worcester Polytechnic Institute

Creating Interactions with Impact:
Time for Talent

- Panel series piloted at Quinnipiac and University of Hartford, opportunity to expand to more schools in 2019/2020

- Introduced Technology Talent Bridge grant to fund internships & test drive potential employees

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Creating Interactions with Impact:
Time for Talent

- Targeting small companies with small or no HR
- Company and local university introductions
- Networking with Career Services, Companies & Students
- Showcasing best practices for setting up internships and reaching students
- Student & company feedback/insight on internship expectations and experience
- Hiring opportunities

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Creating Interactions with Impact:
Time for Talent

- Best Practices for Internship Panels
  - February panels at University of Hartford, and Quinnipiac, about 30 companies at each
  - Avg. 62% of responding companies reported needing assistance with recruiting

- Intern/Company Meet Up
  - April @ Quinnipiac: 27 students/15 companies
  - 80% of responding students reported they had not heard of/had no knowledge of any of the attending companies
  - Most students learned about the attending companies from this event.

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Time for Talent Successes

Student

- "It was a good chance to meet prospective employers face to face."
- "I'm very interested in attending more networking events, company meet and greets like this. Maybe meet ups at the companies."
- To help connect with more internships, offer "more networking events, company meet and greets, maybe meet ups at the companies."
- "The 'how to network' little speech before hand."

Company

- Event value: "the openness of the forum to meet candidates from multiple technical and business backgrounds."
- Event value: "businesses got to meet talented students with good skills ready to enter the work place."
- "These kind of activities are ideal. Employees meet employers. Would love to see this done with other universities."
- Event Value: "Low=key, anti-career fairs environment...One-on-one discussions with students."

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Time for Talent Successes

What worked

Internship Best Practices Panel
(two in Febuary)

- Ave # companies - 29

Intern/Company Meet Up
(one in April)

- # QU students - 27
- # companies - 15

Ave # of companies students reported they planned to follow up with for more information - 3

Ave # of students companies reported they planned to interview for a position - 2

Discussion

- How do you partner with industry?
  - How do you source these partnerships?
- What are the contact points between your institution and local companies?
  - Sponsored research
  - Career services
  - Donations
  - Business incubator
  - Workforce engagement
  - Senior design projects
  - Capstone
  - Advisory council
  - How do companies contact your school to get involved with these? Who are they?
  - How can we streamline this contacting process for the companies?
- Is there a specific industry that is a high priority for your institution?
- How aware are your students of opportunities with startups/early stage companies?
- Do you offer opportunities for students to develop their own entrepreneurial potential?
- What has been successful for networking and making connections? Panels? Meetups? Company presentations?
- What gaps do you have in addressing your target company audience with which we can help?
- What are your goals for 2019-20? How can we help you? Upcoming programs we can support?
- Is TTB info reaching the students? How can we improve?

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